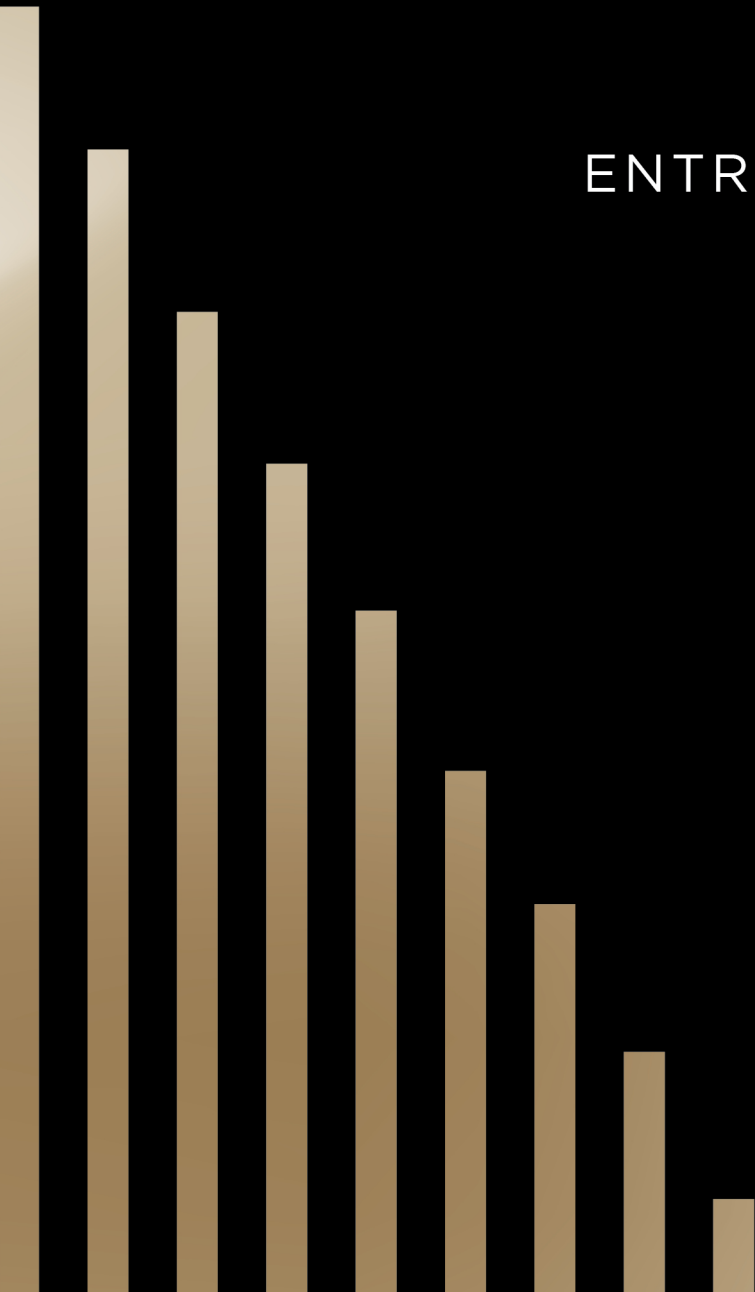


WA BUSINESS AWARDS

Powered by **BUSINESSNEWS**

ENTRY SUBMISSION GUIDE





Introducing the 2026 WA Business Awards

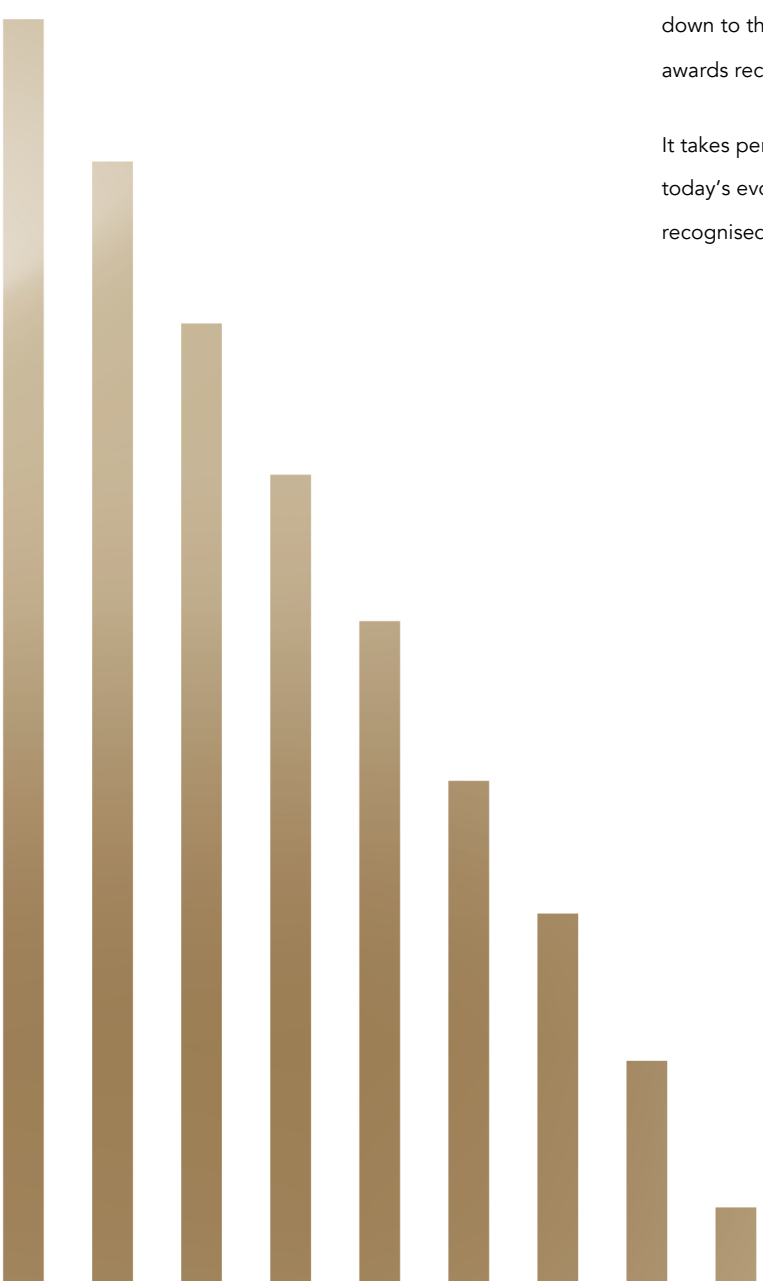
Share your journey

The 2026 WA Business Awards are open to all private or public organisations and not-for-profits based in Western Australia, large and small, old and new.

The Awards

The WA Business Awards recognise the very best: from the non-profits striving to make a difference, to the large organisations making waves in their sector, right down to the small businesses creating impact in their local communities. These awards recognise WA businesses that rise above.

It takes perseverance, ingenuity and courage to build a sustainable business in today's evolving landscape. This is your chance to share that story and be recognised for it.





WA BUSINESS AWARDS

Your chance to shine

The 2026 WA Business Awards are open to all private or public Western Australian organisations and not-for-profits, large and small, old and new.

They recognise organisations that have achieved strong and sustained growth. As a general guide, the judges are looking for how your organisation has addressed challenges, embraced opportunities, and taken steps to ensure sustainability to be future-ready. Share your journey. Share your achievements. Share your excellence.

The story of your business is intrinsically tied to its success; it is what makes it unique and the WA Business Awards showcase this. The visibility and credibility that the awards process provides is an invaluable tool to reward your employees, elevate your brand and promote your enterprise to potential stakeholders. It is an industry benchmark that sets you apart and lifts your business above the rest.

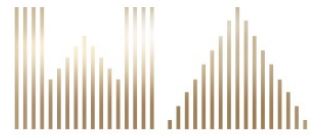
By sharing your story, *Business News* can generate positive headlines and news stories highlighting your success and offering our audience insights and intelligence through our print and online editorial coverage.

Each award winner will receive \$10,000 in value towards a *Business News* promotional campaign and receive invaluable editorial coverage and publicity. The overall winner will receive total prizes worth \$20,000 in value.

Enter today and you could be named the next WA Business Awards winner by *Business News*.

Timelines

Monday, 8 June	Entries open
Monday, 24 August	Entries close
Friday, 11 September	Entry submissions due
Tuesday, 20 October	Judging complete
Thursday, 3 December	Awards Gala Dinner, winners announced
Friday, 4 December	Online coverage of the Awards
Monday, 14 December	Print edition feature, social pictures and thank you advertisement



WA BUSINESS AWARDS

Judging criteria

The submissions process is straightforward, totally online and limited to 1,350 words in total. There are only five (5) parts to answer. Entrants for the 2026 WA Business Awards will be judged according to their achievements on the following criteria.

● FINANCIAL

- Demonstrate sound financial management principles
- Examples of strategies that have a direct impact on sustaining cashflow and the effective management of cashflow

● GROWTH

- Demonstrate strategies to ensure the business is future-ready and has a growth outlook
- Examples of business strategies to respond to "what's next"

● OPERATIONS

- Demonstrate evaluation of operational processes and examples of improvements and/or adapting of operations
- Demonstrate identification, mitigation, and management of risks
- Examples of the introduction of policies and/or processes that enable effective operations
- Examples of technology and/or innovative practices that have a direct impact on operations

● CUSTOMERS/CLIENTS

- Demonstrate excellence in creative and strategic thinking to manage customer/client expectations
- Examples of strategies to deliver exceptional customer service and customer problem solving
- Examples of effective marketing campaigns to communicate messaging to retain and/or attract new customers/clients

● PRODUCTS/SERVICES

- Demonstrate excellence of product and/or service offerings
- Examples of technology and/or innovation to develop new products and/or service offerings
- Examples of effective marketing campaigns to communicate products and/or services

● PEOPLE

- Demonstrate a strong corporate culture which is inclusive and diverse and puts its people first
- Examples of employee management strategies

● COMMUNITY

- Demonstrate your organisation's contributions to the local community and its social impact.

Categories

Which of the following categories best describe your business? (You may enter more than one category).

- **STARTUP BUSINESS OF THE YEAR**

Recognising businesses that have completed fewer than three full years of trading. In addition to the standard criteria, the judges are looking for:

- Scalability of business.
 - Evidence of a positive or disruptive impact on an established industry through the use of technology.
-

- **MICRO BUSINESS OF THE YEAR**

Recognising business with 10 or fewer staff that have been trading for at least the last three financial years. This award celebrates small teams of exceptional quality who are punching above their weight. In addition to the standard criteria, the judges are looking for:

- Evidence of the benefits of a small workforce.
-

- **SMALL BUSINESS OF THE YEAR**

Recognising businesses that have more than 10 and up to 30 full-time equivalent staff and have been trading for at least the last three financial years.

- **MEDIUM BUSINESS OF THE YEAR**

Recognising businesses with more than 30 and up to 100 full-time equivalent staff and have been trading for at least the last three financial years.

- **LARGE BUSINESS OF THE YEAR**

Recognising businesses with more than 100 full-time equivalent staff and have been trading for at least the last three financial years.

- **NOT FOR PROFIT / CHARITY OF THE YEAR**

Recognising organisations that are run as not for profit and/or have official charity status and have been trading for at least the last three financial years.

- **EMPLOYER OF THE YEAR**

Recognising businesses who prioritise and invest in their team and use this as a tool for organisational growth. **Businesses entering this category are strongly encouraged to prepare a separate entry focused on the following matters:**

- Evidence of the positive impact of employee strategy, including health and wellbeing.
 - Excellence in people management, staff remuneration and workforce motivation.
 - Recruitment and retention strategies.
-

- **REGIONAL BUSINESS OF THE YEAR**

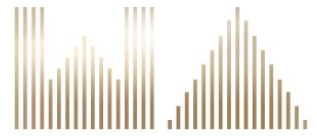
Recognising businesses that are based in regional and remote Western Australia and have been trading for at least the last three financial years. In addition to the standard criteria the judges are looking for:

- Evidence of the positive impact the organisation has on their local towns and communities which contributes to developing regional growth and vibrant communities in Western Australia.
-

- **INDIGENOUS BUSINESS OF THE YEAR**

Recognising businesses that are 50% or more Indigenous owned and have been trading for at least the last three financial years. In addition to the standard criteria the judges are looking for:

- The number of Indigenous employees within the business.
- Evidence of the organisation's commitment to Indigenous training.
- Evidence of the organisation's investment in Indigenous communities.



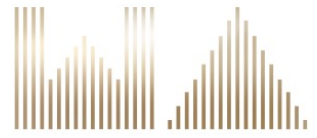
- **MULTICULTURAL BUSINESS OF THE YEAR**

Recognising business owners born overseas who demonstrate excellence in fostering cultural diversity and inclusion. Business owners should be currently residing in Perth, and running a business that has been trading for at least the last three financial years. In addition to the standard criteria, the judges are looking for:

- Evidence of culturally diverse ownership, inclusive policies and practices, and initiatives that promote equal opportunity.
- Examples of how cultural diversity has contributed to business performance, innovation or growth.
- Evidence of meaningful engagement with and contributions to multicultural communities in Western Australia.

- **WESTERN AUSTRALIAN BUSINESS OF THE YEAR**

Winners of each category will be pooled and judged, with an overall winner named the 2026 Western Australian Business of the Year.



WA BUSINESS AWARDS

Conditions of entry

The WA Business Awards are open to organisations headquartered in Western Australia and which meet the eligibility criteria set out above and in the entry form.

- 1) Entrants must be willing to provide their business name and biographical details to *Business News* for editorial coverage if successful in winning an award.
- 2) Answers to questions may be used in edited form to explain the entry's success. If detail is considered commercial in confidence or otherwise secret, the applicant must write NOT FOR REPUBLICATION in each part of the entry where detail should be withheld from any article resulting from the awards process.
- 3) All entries will remain confidential and will only be viewed by *Business News* representatives and the judges.
- 4) All entries must be submitted online at: www.businessnews.com.au/wa-business-awards
- 5) The judges' decision is final, and no correspondence will be entered into.
- 6) All completed online entry submissions must be submitted before 5:00pm AWST on Friday, 11 September 2026.

Clarification: To have been trading for "at least the last three financial years" means the business was trading during the 2022/23 year, or earlier.

Business News reserves the right to publish winners' photographs and only biographical details.

Business News reserves the right to vet and substantiate information contained in entries.

No responsibility can be accepted for lost or corrupted entries. Incomplete entries will be disregarded.

Submission of an entry indicates acceptance of the Conditions of Entry. Failure to comply may result in disqualification.

Business News reserves the right to withdraw an award in the event that a winning company goes into administration within 12 months of having received a WA Business Award.

Companies that won a WA Business Category Award in 2025 cannot enter the category until 2027.

Regional Business of the Year finalists will be notified prior to the Awards Gala Dinner. All other category finalists will be announced at the Awards Gala Dinner. All winners will be announced at the Awards Gala Dinner.

Nomination fees are not transferable or refundable.

Entry fee

Registration fee is \$420 inc GST.

Registration fee includes 1x category entry and 1x ticket to the 2026 WA Business Awards Gala Dinner.

Additional categories can be entered. Each additional category entry is \$200 inc GST.

Additional category entries DO NOT include an additional ticket to the Awards Gala Dinner.

Questions?

We are here to help! If at any time you need some assistance with your entry, please contact our office:



Phone: 08 9288 2100

Email: events@businessnews.com.au

Entry checklist

- The application addresses the specific criteria.
- The application includes company logo.
- The application may be supported with photographs, videos, and other multimedia.
- The application is lodged online at www.businessnews.com.au/wa-business-awards.



WA BUSINESS AWARDS

PART 1

CONTACT INFORMATION

Business Name:
ABN or ACN:
Address:
CEO/MD Name:
CEO/MD Title:
Industry:
Date founded:
Website URL:
Applicant Name:
Position:
Office phone:
Mobile:
Email address:
Social Media contact links:
Supporting Multimedia links:

To support your entry, please provide good quality original photographs (min 300dpi, 2mb in size jpeg)

- The managers/management team
- Your team/selected staff
- Company logo (also support high resolution EPS and PNG format)
- Photographs of your company 'in action'
- Any other images you deem relevant

We may use these at the WA Business Awards Gala Dinner.

PART 2

CATEGORY – WHO ARE YOU

(TICK ONE OR MORE CATEGORIES)

The WA Business Awards will be judged in various categories (see below).

STARTUP BUSINESS OF THE YEAR	MICRO BUSINESS OF THE YEAR
SMALL BUSINESS OF THE YEAR	MEDIUM BUSINESS OF THE YEAR
LARGE BUSINESS OF THE YEAR	NOT FOR PROFIT/CHARITY OF THE YEAR
EMPLOYER OF THE YEAR	REGIONAL BUSINESS OF THE YEAR
INDIGENOUS BUSINESS OF THE YEAR	MULTICULTURAL BUSINESS OF THE YEAR
WESTERN AUSTRALIAN BUSINESS OF THE YEAR	

Briefly explain why you are eligible for your category in 100 words.

Please note:

1. Organisations CAN enter more than one category.
2. Judges may move an entrant to another category if they deem a better category fit.
3. Winners for each category (and the overall WA Business Award winner) will be announced at the 2026 WA Business Awards Gala Dinner evening on Thursday, 3 December 2026.
Details for booking tickets are at www.businessnews.com.au/wa-business-awards.

PART 3

FACTS AND FIGURES (*weighting 40%*)

Please provide the following financial information and a brief 100-word commentary (i.e., key drivers, revenue growth or one-off factors) to help the judges assess the financial performance of the organisation. This is a critical part of the judging criteria as shown by the weighting, highlighting that growth is a key criterion the judges will be looking at. Numbers need to be credible and clear:

	2022/23 ACTUAL	2023/24 ACTUAL	2024/25 ACTUAL	2025/26 BUDGET or ESTIMATE
Turnover				
and				
After Tax Profit*				

Note: Whole numbers only.

*Surplus or deficit in the case of not-for-profits

Please provide the following staffing information:

	2022/23 ACTUAL	2023/24 ACTUAL	2024/25 ACTUAL	2025/26 BUDGET or ESTIMATE
Number of Staff				

Note: 1 FTE = 1 Full-time equivalent staff member. Staff numbers must be on a full-time equivalent basis. This can include long term contractors equivalent to full-time staff.

Please replicate these tables in your submission.

Financial figures have a weighting of 30% and additional commentary has a weighting of 10%, totalling 40% for this part. All financial information is commercial in confidence and for the use of judging by Business News.

PART 4

YOUR STORY (*weighting 30%*)

This section carries the second most weighting for the judging of the WA Business Awards and as such is highly important.

Tell us why you should win a 2026 WA Business Award:

- Summarise what your business does and how it does it.
- Detail any examples of your businesses' resourcefulness, imagination, and sustainability.
- Tell us some of the key ways your business has excelled.
- What mistakes, missteps or challenges have you experienced? Please be open and honest about these and tell us what was learned along the way? How has this made your organisation stronger as a result?
- How is growth looking for the current and upcoming years? Explain why; and
- Where do you see the business next year? Explain why.

This section should be 500 words.

Tip: you will have 250 words each to address strategy, capability, and ESG commitment below, so use these to explain in detail points made in Your Story, rather than repeating yourself.

PART 5

THE CORNERSTONES OF ACHIEVEMENT

- A) STRATEGY
- B) CAPABILITY
- C) ESG COMMITMENT

PART 5A

STRATEGY (weighting 10%)

Provide an overview of your business strategy. Explain how it was formulated in the first place and, where relevant, how it has evolved over time.

Tell us about your target market. Is there a gap in the market you are looking to fill? Have you identified a unique point of difference? Is it your product or service, or the way you engage with customers, or the way you manage your people?

Have you adapted your strategy as business conditions have changed and how does it set you up for future growth?

This section should be 250 words.

Tip: Provide evidence to substantiate your points; this always makes the argument clearer and more effective. Merely saying 'we adapted, and we got these results' does not necessarily make the best case. 'Show' how, do not just tell. Link the developed and enacted strategy with examples and cases in point.

PART 5B

CAPABILITY (weighting 10%)

How did your business go about putting the strategy into practice? How did you make it real?

Tell us about your processes and systems, the technology platform and other infrastructure you have put in place, and the recruitment and training policies to ensure your people understand the strategy and can implement it.

This section should be 250 words.

Tip: Evidence is important here. Perhaps it was a change in workforce structure, operations, or investment in technology that allowed your organisation to excel. Explain what was enacted and how this impacted sustainability showing clear causation.

PART 5C

ESG COMMITMENT (weighting 10%)

Environmental, social and governance (ESG) factors are seen as increasingly important in contemporary business. How this applies in practice depends on the specifics of each organisation. What does it mean for your business?

For instance, how does your business manage energy consumption, water use and waste disposal? What policies have you put in place to be a good employer, to help staff with training and professional development, and to support your local community? What is your governance model? Do you have an advisory board or mentor to help guide your business?

Your response should explain which ESG factors are most relevant to your business.

This section should be 250 words.

Tip: Provide evidence to substantiate your points; this always makes the argument clearer and more effective. 'Show' how, do not just tell. Link the developed and enacted strategy with examples and cases in point.

It is amazing that you have taken this step to enter the 2026 WA Business Awards and we wish you the best of luck with your submission.